



FOXMANDAL

TRADING (RETAIL & WHOLESALE, CASH & CARRY)



Bangalore | Chennai | Dhaka | Hyderabad | Kolkata
London | Mumbai | New Delhi | Noida | Pune | Surat

FOXMANDAL

With over 200+ professionals located across seven cities in India FoxMandal (FM) provides seamless legal services to clients. In India our offices are located in Noida, New Delhi, Mumbai, Kolkata, Bengaluru, Chennai, Hyderabad & Surat. In addition, we have two associate offices in London and Dhaka.

The firm was established in 1984 in New Delhi under the name of FoxMandal & Co. The founding partner, Dinabandhu Mandal was also the partner in the firm in Kolkata which his grandfather, G. C. Mandal with J. K. Fox started in partnership to establish one of the first Indo-British law firm.

The firm has been at the forefront of many significant legal developments in India having acted for, advised and represented domestic and international businesses, government and its agencies as well as multilateral institutions. The firm's strength is its team of experienced and trained lawyers who treasure the value of diligence and knowledge as well as creativity and innovation in addressing their client's needs. FM aims to offer to its clients, legal advice that meets the client's needs and expectations.

The immense success of FoxMandal's operations in New Delhi was instrumental in establishing other associate offices in India, UK and Bangladesh including Bangalore, Chennai, Dhaka, Hyderabad, Kolkata, Mumbai, Noida, New Delhi, London, Pune and Surat. FM is a well-reputed full service law firm presenting an appropriate mix of the necessary legal expertise, industry specialization and commercial acumen. This firm of advocates, solicitors and notaries, comprises of over 150 lawyers with 20 partners and 100 para-legal staff. Our offices situated in all the important regions in India ensure that our clients receive cost-effective, value added and fully integrated services.

Over the years, FoxMandal has been ranked as the top firm in India by various international journals. **Mr. Som Mandal is recipient of "Economic Times Excellence in Leadership Award" in August 2022.** In the **year 2020**, "Legal Comprehensive" recognised **Mr. Som Mandal** amongst one of the best **"TOP 100 Lawyers in the world"**. In the **year 2019**, FoxMandal was awarded **"Times Power Icons"** award for exemplary contribution in the field of **"Global Legal Service"**. In 2018 **AI (Acquisition International)** awarded FoxMandal Global Excellence Award

“National Law firm of the year 2018-India”. In 2018 ICFM (Inter Continental Finance & Law Magazine) nominated FoxMandal as one of the top 100 leading firms in the world. FM was also acknowledged by **ACQ5 Law Awards - 2017** for **“National Law Firm of the Year”** for work done across all areas. FM was also acknowledged by **“Who’s Who Legal (WWL) 2016”** and **Mr. Som Mandal was featured as a “Top legal consultant in Energy and Mining sector in India”**. FM was recognized by **“Legal 500 magazine - 2015 edition”** for work done across all areas. FM was awarded the **“India Law Firm Awards 2014”** for the best **“Corporate Commercial Law Firm”** by **India Business Law Journal (IBLJ)**. FM was featured in **“The lawyers - 2014 Asia Pacific 150”** amongst **“Top 10 Indian law firms”**. FM won **“Acquisition International M&A award 2014”**. FM was awarded the **“Disinvestment law firm of the year – India”** by **“Intercontinental finance magazine (ICFM)”**, in 2014. FM won the **“Acquisition international Dispute Resolution Firm of the Year Award 2013”**. The firm won **“Intercontinental Finance 2012 Global Award”**. FM was awarded the best **“Dispute Resolution Law Firm 2012 - Finance Monthly Law Awards”**. FM won **“The Best National Law Firm, 2008”** award by the **International Legal Alliance Summit & Awards, 2008** at Paris and distinguished during the International Legal Awards Ceremony amongst the leading law firms from 22 countries. We have been awarded the **“Employer of Choice, 2008”**, a response among over 15,000 lawyers region-wide by **ALB (Asian Legal Business)**. FoxMandal has been recognized with **“Client Choice Award, 2007”** in India from more than 1,300 individual assessments received from corporate counsel worldwide by **ILO (International Law Office)**, the **Official Partner to the International Bar Association**, for FM stands apart for the excellent client care and the quality of service. It has been awarded for the law firms' ability to add real value to their clients' business above and beyond the other players in the market. Amongst others, we have been adjudged as **“The Best Law Firm of the Year”** for India in 2006 by **IFLR (International Financial Law Review)**, a Euromoney publication.



Trading sector

At FM we understand the unique business concerns of our clients in the trading sector (retail and wholesale cash and carry) and strive to provide advice that helps minimize risks involved in running business in trading sector.

An important part of trading sector practice is focused on assisting clients in negotiating and drafting various transaction documents such as term sheets, joint venture agreements, trademark licensing agreements and assisting with obtaining approval from the Foreign Investment Promotion Board of India (“FIPB”).

Looking at the dynamic environment in the trading sector, with changing policy parameters, interest of international retail companies in the country and foreign direct investment policy, our firm promises to give the best suitable advice to our clients to maximize gains.

We have a specialized team of partners and associates having in-depth know how of various formats (single brand, multi- brand, and wholesale cash and carry) related laws and procedures, documentation and end to end legal advice.

In relation to the trading sector, we also provide advice with respect to the following:

- Commercial agreements
- Day-to-day corporate advisory
- Franchising
- Intellectual property protection

- Labor and employment
- Licensing and distribution
- Mergers and acquisitions
- Leasing
- Competition law aspects

Some of our clients include:

- (1) Assisted **Brooks Brothers Group, U.S.A.** in relation to single brand retail trading joint venture with Reliance Brands Limited and in this regard we rendered advice with respect to FIPB application process, documentation, negotiation and closing of transaction.
- (2) Assisted **Grotto SPA, Italy** in relation to single brand retail trading joint venture with Raymond for brand Gas Jeans and in this regard we also rendered advice with respect to FIPB application process, documentation, negotiation and closing of transaction.
- (3) Assisted **Italian cosmetic brand (confidential)** in relation to single brand retail trading, joint venture and in this regard we also rendered advice with respect to FIPB application process, documentation, negotiation and closing of transaction.
- (4) Assisted **Gucci** in relation to retail joint venture.
- (5) Assisted **ZARA** in relation to retail joint venture.
- (6) Assisted **Greggio srl Italy** in obtaining FIPB approval for single brand retail and negotiating distribution contract with Gitanjali Jewels, India with respect to sale of Greggio products in India.
- (7) Assisted **Pampaloni srl**, a silverware company in Italy with respect to its joint venture in India for carrying out cash and carry wholesale trading in India.



Contacts

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